



# **What is the Indiana Partnership?**

- State of Indiana Initiative
- 1987 Enabling Legislation
- Public – private partnership
- One of 4 programs nationwide

## **Who are the “Partners”?**

- **Indiana Department of Insurance**
- **Indiana Long Term Care Insurance Program (FSSA/OMPP)**
- **Private Insurance Companies**
- **Insurance Producers**

The background features a stylized sunburst in the upper half, with rays emanating from a central point. Below the sunburst, there are several horizontal, wavy lines in a light teal color, suggesting water or a horizon. The overall color palette is warm, with orange and yellow tones from the sunburst and cooler teal tones from the waves.

**What is its Purpose**

**Incentives to purchase LTCI**

**Containing Medicaid LTC  
Expenditures**

**Improved, More Affordable  
Products**

**Public Education**

# **Indiana Long Term Care Insurance Program**

## **Special Program Features**

- **Indiana Residents**
- **Policy Types**
- **Inflation Protection**
- **Standardized Eligibility (Benefit Triggers)**
- **Consumer Protection Features**
- **Tax Breaks**



# Indiana Resident

Only Indiana Residents may purchase a Partnership policy

A resident is an individual who has an Indiana address

# Policy Types

A stylized background illustration featuring a bright sun with long, thin rays extending upwards and outwards. Below the sun are several wavy, horizontal lines in a light teal color, representing clouds or water. The overall color palette is warm, with shades of orange and yellow for the sun and rays, and a light teal for the wavy lines.

Comprehensive

Facility Only

Minimum Benefits

The background features a stylized illustration of a bright sun with long, thin rays extending upwards and outwards. Below the sun, there are several horizontal, wavy lines in a light teal color, representing water or clouds. The overall color palette is warm, with orange and yellow tones for the sun and cooler teal tones for the water.

# Benefit Triggers

Tax-Qualified

Non-Tax Qualified



# Consumer Protection Features

## **Win-Win-Win**

- Required Minimum Benefits
- Pot of Dollars
- Case Management
- Contact Designee
- Step Down Coverage Protection
- Portability
- Reciprocity

# Other Partnership Policy Features

## **A. Indiana Residents**

Indiana Partnership policies may only be sold to Indiana residents. However, insurance policy benefits will be paid regardless of the state in which the policyholder is receiving care.

*The exception is the Medicaid Asset Protection feature.*

# Other Partnership Policy Features

## B. Two Policy Types

- All participating insurance companies must offer a “comprehensive” policy containing nursing home and home & community-based benefits.
- Insurance companies may choose to offer a “long term care facility” policy. This type of policy provides coverage primarily for institutional care.

*There are also federally tax-qualified versions of both policy types available.*

# Other Partnership Policy Features

## C. Inflation Protection Feature

- All Indiana Partnership policies contain an inflation protection feature.
- With the inflation protection feature, both the daily benefit and the maximum benefit within the policy increase annually at a 5% compounded rate.

# Other Partnership Policy Features

## D. Benefit Triggers

- In Indiana Partnership policies, participating companies must use the benefit triggers and definitions selected by the State.
- With all Partnership policies paying out benefits for the same event, it makes it easier for the consumer to comparison shop.

# Other Partnership Policy Features

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THIS POLICY QUALIFIES UNDER THE INDIANA LONG TERM CARE INSURANCE PROGRAM FOR MEDICAID ASSET PROTECTION. THIS POLICY MAY PROVIDE BENEFITS IN EXCESS OF THE ASSET PROTECTION PROVIDED IN THE INDIANA LONG TERM CARE INSURANCE PROGRAM.



# Indiana Partnership Companies and Agents

- Any company can participate as long as it obtains approval from the Indiana Department of Insurance for a policy that meets the Indiana Partnership standards.
- All participating companies offer both traditional long term care insurance policies and Indiana Partnership policies.
- Before an agent can market an Indiana Partnership policy, he/she must have first completed a 7-hour course about the Indiana Partnership Program.

# Indiana Partnership Statistics

(through August, 2006)

## ➤ Sales

45,464 applications received

38,490 policies purchased

31,750 policies in force

## ➤ Purchasers

56.9% female

77.9% married

94.5% first time buyer

Average age: 61

Age range: 18 - 89

# Indiana Partnership Statistics

## Policy Features

- 88.8% of policies purchased include home health care
- 84% of policies qualify for total asset protection
- Common daily benefits chosen: \$120 nursing home; \$120 home health
- Common elimination periods chosen: 30, 90, or 100 days

# Indiana Partnership Statistics

## Benefits Used

- 366 policyholders have used benefits
- 53% of benefits used have been for NH care
- 22 have exhausted their policy benefits and are receiving Medicaid assistance without having to spend down their assets

## To Learn More:

- Call toll-free 1-866-234-4582 for a free information packet on Indiana Partnership policies.
- Visit [www.longtermcareinsurance.IN.gov](http://www.longtermcareinsurance.IN.gov).
- For specific company or policy information, schedule an appointment with an Indiana Partnership certified agent.